



**Katie Culp, MBA**  
President

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## PROFILE

Katie is president of KSM Location Advisors, part of the Katz, Sapper & Miller Network. Previously, Katie led Cassidy Turley's (now Cushman & Wakefield) nation Location Advisory and Incentives Practice, working with corporate clients to make fully informed location decisions and maximize state and local incentives packages. Katie has also led economic development efforts in central Indiana for organizations such as The Indy Partnership/Indy Chamber, Boone County EDC, and the city of Indianapolis.

Katie joined KSM Location Advisors in 2015 to expand her client services capabilities. Sensitive to the urgent nature of real estate transactions, Katie is adept at coordinating site selection and incentives timeframes with real estate and operational deadlines. She commands swift and ethical expertise in the incentives, site selection, and state and local tax arenas.

Katie has secured close to \$500 million in economic incentives for 16 million-plus square feet of office and industrial space and has worked with clients ranging from Fortune 500 companies to small, privately owned firms. With 16 years of economic development experience in 48 states, Katie understands the regional differences influencing location decisions.

## EDUCATION

Katie received a Bachelor of Science degree in public policy from Indiana University and a Master of Business Administration degree from Indiana University.

## ASSOCIATIONS AND COMMUNITY INVOLVEMENT

Katie is a commissioned member of the Zionsville Redevelopment Commission and teaches youth classes for Second Presbyterian Church in Indianapolis. She has held various leadership positions in the following organizations: Indy Chamber, Develop Indy Council, Indiana NAIOP Chapter, Indianapolis Symphony Orchestra, Indiana University's Kelley School of Business Women's MBA Alumni Advisory Board, Zionsville Boys and Girls Club, Indiana Economic Development Association, EmployIndy Workforce Investment Board, and International Economic Development Council. She also serves as a regular contributor to Inside Indiana Business' INSiders panel.

Katie was selected as the winner of Junior Achievement of Central Indiana's 2017 Best and Brightest Award in the Real Estate, Development & Construction category. She was named a 2016 Woman of Influence by the *Indianapolis Business Journal* and has previously been selected for inclusion in its "Forty Under 40" special report. Additionally, Katie is a consecutive award winner of Cassidy Turley's top producer's club (Cassidy Turley President's Club 2008-2014) and has been recognized by *Real Estate Forum* as a "Woman to Watch" in its "Women of Influence" category.